

FOCUS ON ECONOMIC GROWTH



Connecticut
still revolutionary

Summit, April, 2014

Connecticut Economic Development Strategy

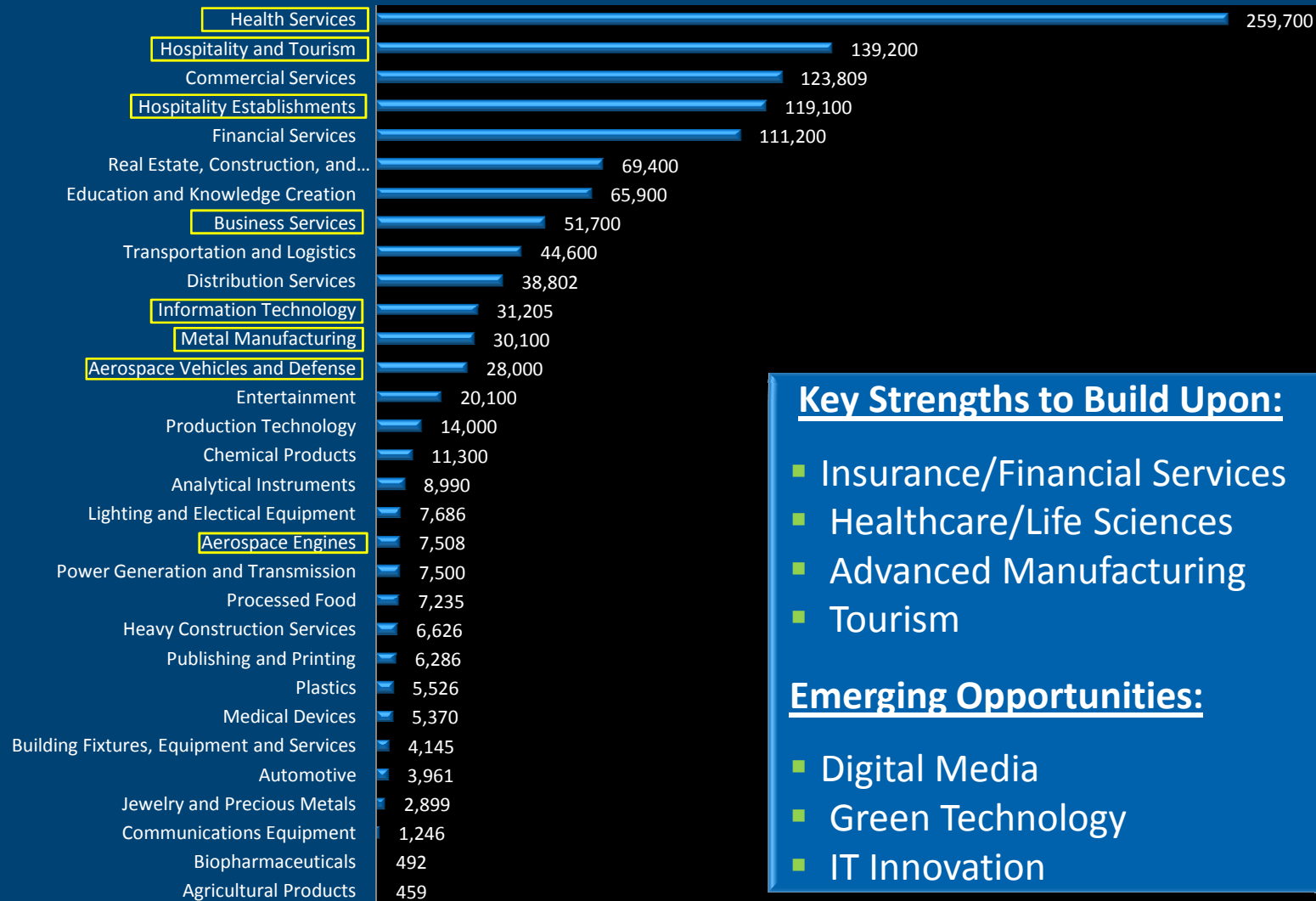
- Build on our strengths (talent, “anchors” location)
- Focus on key clusters and areas of innovation for business growth and recruitment
- Improve the business environment with fiscal stability and streamlined governmental processes/regulation
- Collaborate with key partners (economic development, education, energy, transportation)

Economic Strategic Framework



Composition of CT Economy

Employment By Cluster, 2014



Key Strengths to Build Upon:

- Insurance/Financial Services
- Healthcare/Life Sciences
- Advanced Manufacturing
- Tourism

Emerging Opportunities:

- Digital Media
- Green Technology
- IT Innovation

RESULTS



Program Results Summary

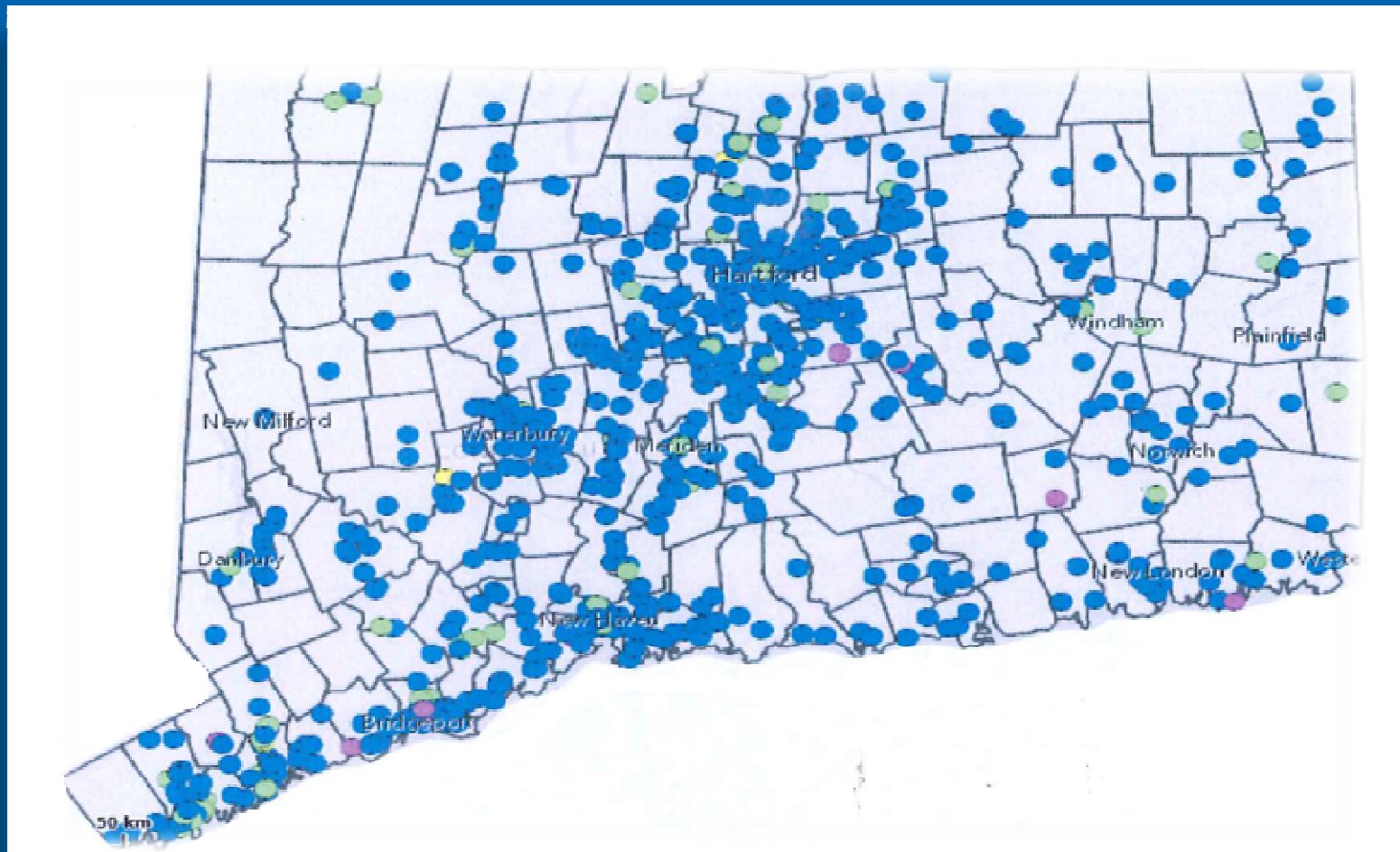
State-wide effort to improve the economy by:

- Building on our strengths
- Addressing areas in need of improvement
- Cultivating a business climate second to none and built to last
- Providing a disciplined approach to investment

Summary as of 4/14

- 1,121 companies directly assisted through DECD loans/grants, with up to 12,228 jobs to be created and 33,698 jobs retained
- 1200+ companies have benefited from JET, creating 3100 new jobs
- More than \$1.9 billion has been leveraged from the private-sector to grow jobs and expand the economy through these programs

Recipients by Location



This interactive map, containing information on all companies, assisted by DECD programs can be found at www.ctopenforbiz.com

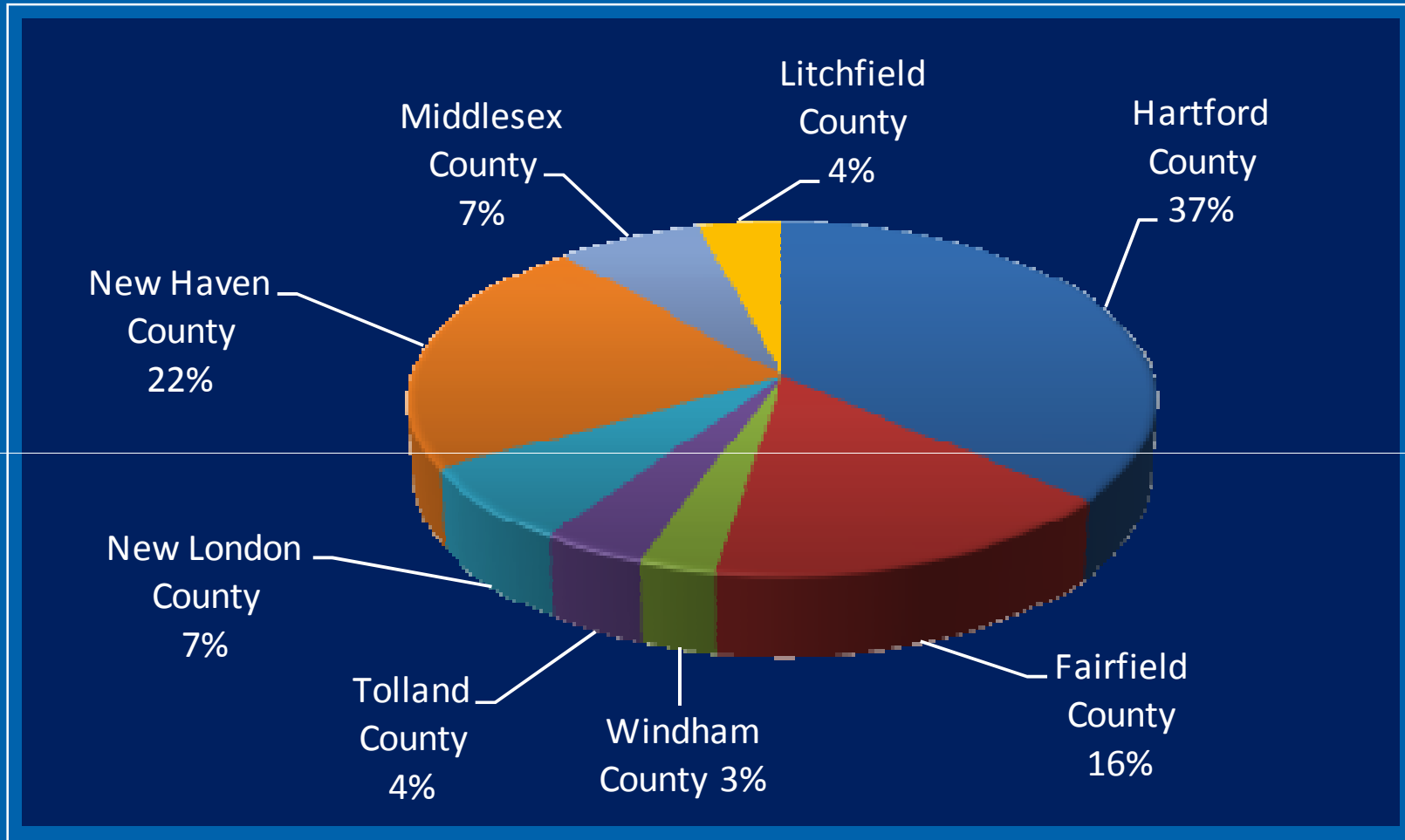
Small Business Express Program

*Supports the retention and growth of small business
with a combination of loans and grants*

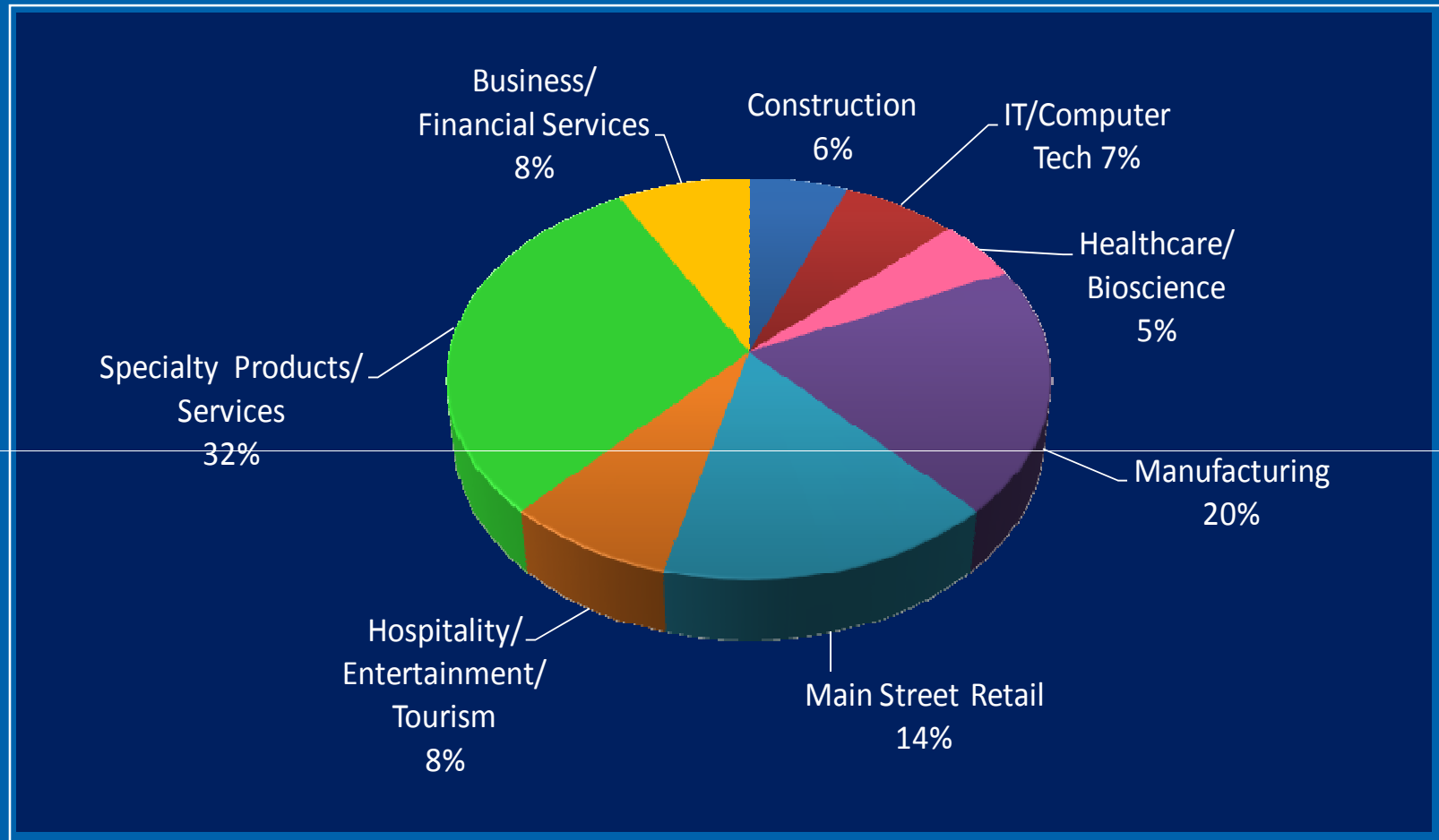
- As of April 4, 1,047 companies have been provided \$142 million in financial assistance
- Companies promise to create 3,752 jobs and retain 10,931
- Loans are structured to provide repayment of principal and interest over 5 to 10 years
- All levels of jobs, from entry level to PhD, are included



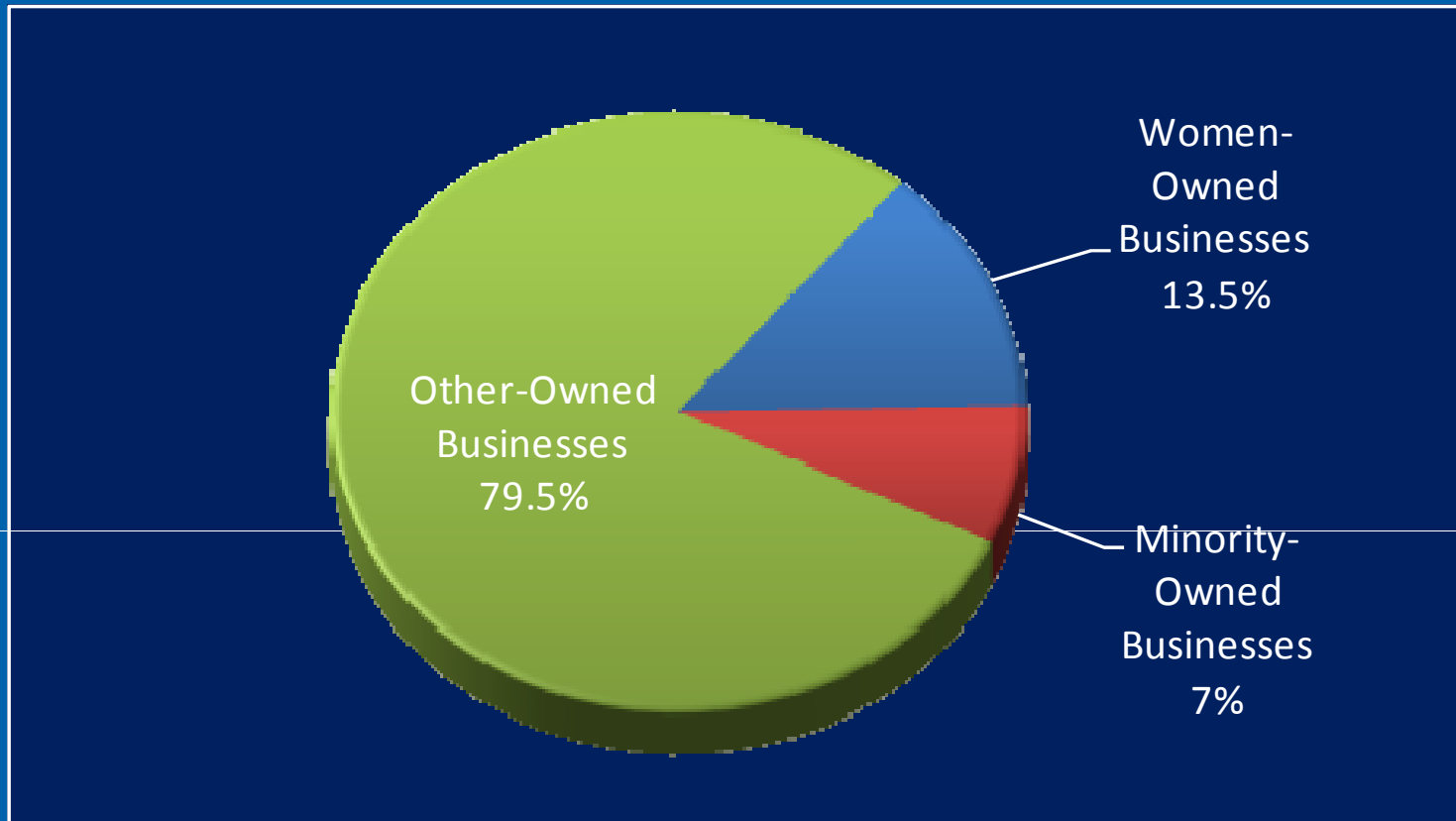
EXP Geographic Disbursement



EXP Industry Mix



EXP Business Mix



DECD is finding new communications channels to improve diversity

Manufacturing Assistance Act (MAA) Funding Helps Mid-Sized Companies

Incentive-driven direct loans and grants for all mid-sized companies growing jobs and building their business in CT

Since 2011 MAA has been assisting mid-size companies:

- 55 companies in 31 different municipalities
- 10,077 jobs retained and 3,112 to be created
- \$165M in total state assistance leveraging \$557M
- 11 companies in the state's largest urban centers
- 23 manufacturing (42%) and 11 financial service (20%) companies were funded, all in our targeted business growth sectors

First Five Program

For larger companies that create 200 jobs within 2 years or invest \$25M and create 200 jobs within 5 years

- 11 announced deals across several targeted clusters including Insurance/Financial Services, Healthcare/Biotech and Digital Media
- 12,690 jobs to be retained; 2,200 to 5,248 jobs to be created
- Over \$214M in direct state assistance leveraging more than \$1.3B in private investment
- Diversity of geographic locations including Bloomfield, Bristol, Hartford, New Haven and Stamford

Job Expansion Tax Credit (JET)

Eligible companies received a \$500 per month tax credit for each new job. Incremental credit for hiring the unemployed, disabled and veterans at \$900 per month.

• Companies Enrolled in the Program	1,274
• Companies Receiving Credits	385
• Total Jobs Created	3,101
• # of Unemployed Hired	212
• # of Veterans Hired	68
• # of Vocational Rehabilitation Service Recipients Hired	5
• Total Credits Issued	\$14,611,900

Measure our Success

Metric	Measurement	2013	2012	% Change 2013 vs. 2012
Net Job Growth	Total Nonfarm Jobs (<i>annual avg.</i>)	1,650,217	1,639, 200	+0.7%
Retain Large Companies (<i>>1,000 jobs</i>)	Total Large Company Jobs (<i>4 quarter avg.</i>)	294, 918 (2013Q3)	295,422 (2013Q2)	-0.2%
Net Firm Creation	Business Starts Minus Stops (<i>annual total</i>)	986 (through 2013Q2)	543	Expect to more than double
Exports	Billions of dollars	\$16.48B	\$15.96B	+3.2%
State Revenues	Billions of dollars (<i>end of fiscal year</i>)	\$16. 893B	\$15.825B	+6.7%

NEW PRIORITIES



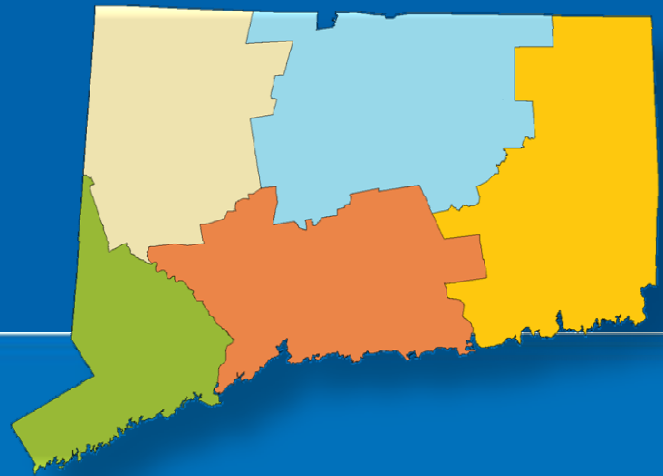
Strategic Approach

- DECD 's strategic plan provides a roadmap to set priorities, focus resources, strengthen operations, ensure common goals, build consensus through collaboration, and measure success
- Key objectives include:
 - ✓ Invest in the business clusters that drive Connecticut's economy and encourage entrepreneurial development
 - ✓ Ensure a workforce that meets the needs of employers
 - ✓ Create sustainable communities
 - ✓ Invest in infrastructure and support systems that will foster business growth



Business Ambassador Program

- DECD staff will proactively reach out to CT businesses:
 - ✓ To foster retention and growth strategies for businesses, jobs
 - ✓ To promote assistance programs
 - ✓ To help evaluate capital investment opportunities
 - ✓ Identify businesses at risk of leaving or expanding out of state
- Targeted industries include those in the strategic plan
- Regional Representation
- Ease of contact/communication

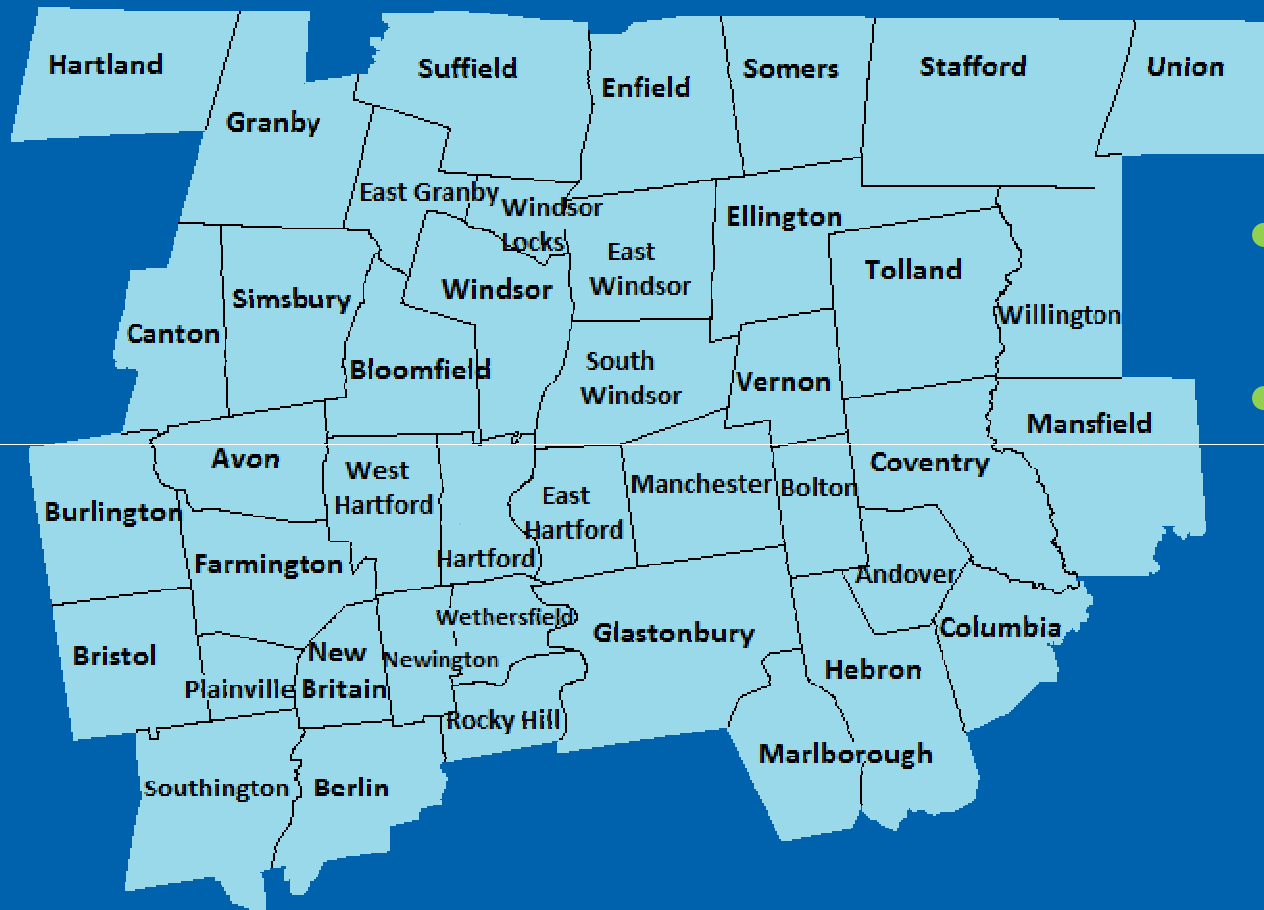


Litchfield County



- Dave Raccio
- Eric Hampton

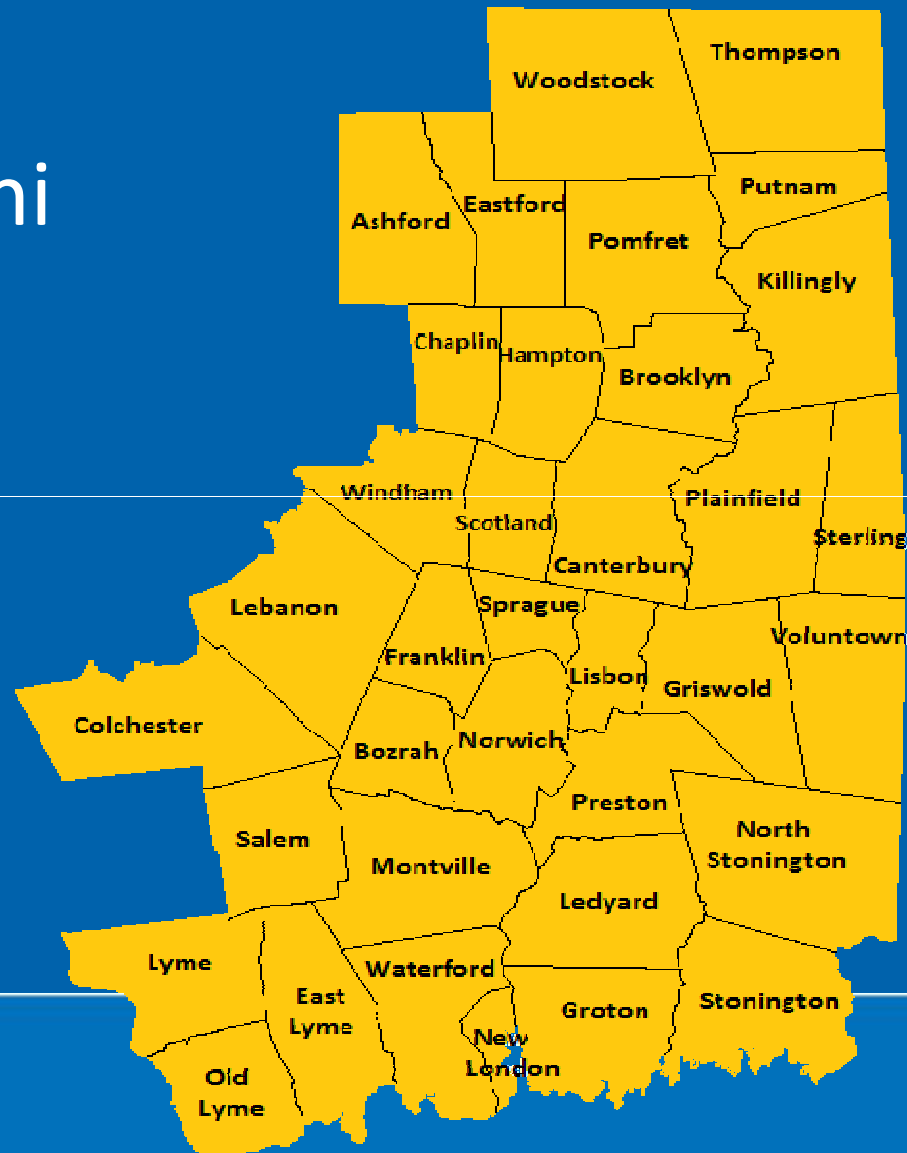
Hartford/Tolland Counties



- Rob Rigney
- Pat Gillanders

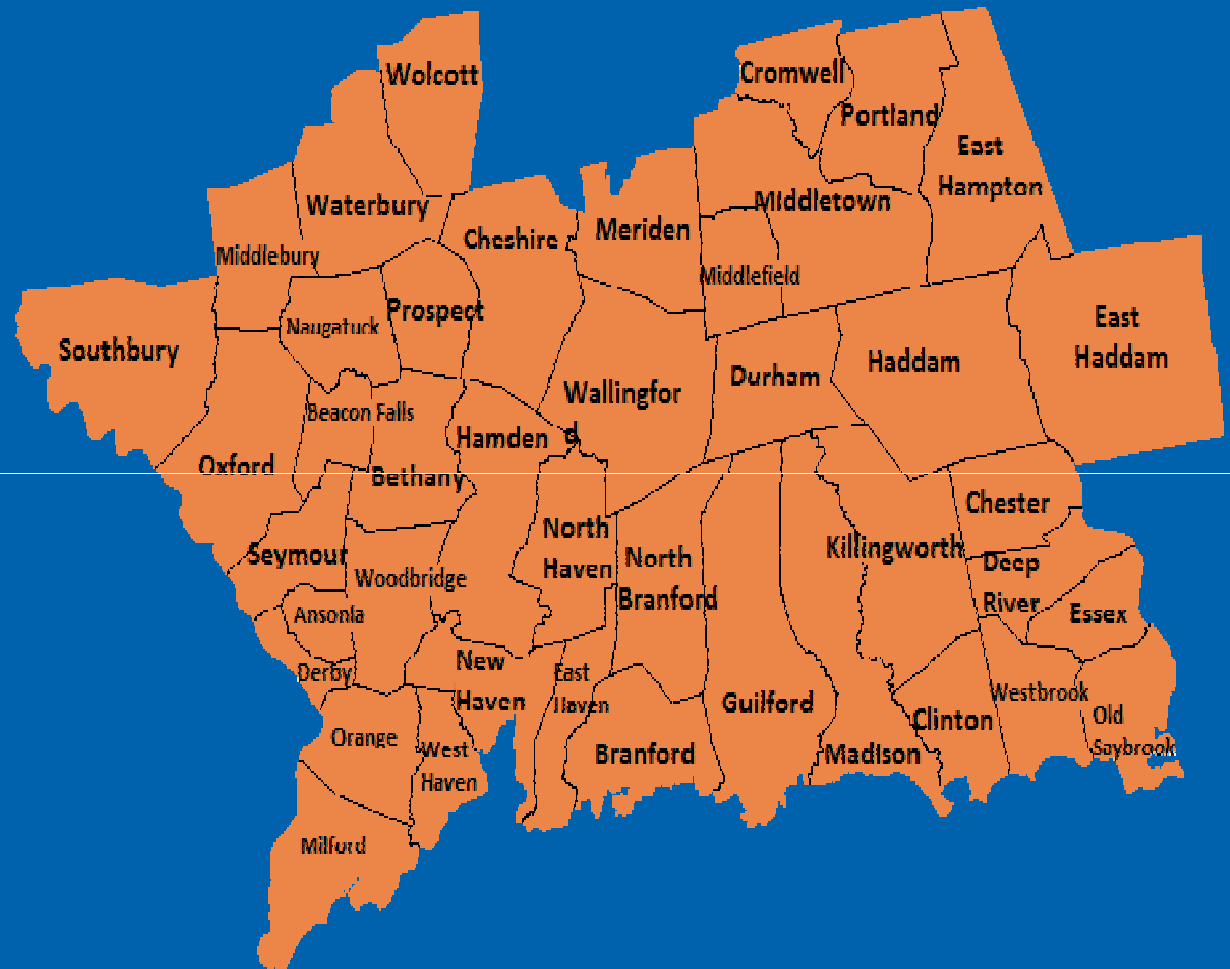
Windham/New London Counties

- Tricia Paesani
- Peter Lent



Middlesex/New Haven Counties

- Eric Hampton
- Dave Raccio
- Peter Lent



Fairfield County



- Cowlis Andrews
- Tricia Paesani

Manufacturing Innovation Fund

- Assist manufacturers in making the innovative and strategic investments necessary to remain competitive, win vital new business, and grow jobs in the state
- Focuses on talent development
- DECD to administer with an Advisory Committee composed of industry experts



Manufacturing Innovation Fund

- Initially, the fund will be capitalized with \$25 million and will have four critical components:
 - ✓ Funds to help capitalize manufacturers innovation/growth
 - ✓ Support for educational/training programs and research collaborations
 - ✓ Ability to match federal grants proposals
 - ✓ Creates *Manufacturing Investment Districts* in which manufactures will be given priority

Building on CT's New Brand



- Strategic domestic and out-of-state focus on business
 - ✓ Includes TV, digital, banner ads
 - ✓ Focused on targeted clusters
- New Tourism spring campaign launches in May

DECD

505 Hudson Street
Hartford, CT 06106
(860) 270-8000
www.decd.net

